



U.S. DEPARTMENT OF COMMERCE
International Trade Administration

BISNIS SEARCH FOR PARTNERS

Published by the Business Information Service for the Newly Independent States (BISNIS)

The Business Information Service for the Newly Independent States (BISNIS) is the U.S. Government's clearing-house for trade and investment information on the Newly Independent States of the former Soviet Union.

BISNIS publishes **SEARCH FOR PARTNERS** to help U.S. companies find investment opportunities in the expanding markets of the former Soviet Union.

SEARCH FOR PARTNERS is also distributed via bi-weekly email broadcast. A limited selection of these leads are published in this monthly newsletter. Previous email broadcasts are available through the BISNIS home page at www.bisnis.doc.gov. To receive the biweekly report, email BISNIS at isnis@ita.doc.gov or call (202) 482-4655.

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KYRGYZSTAN

Industry: Construction Services/Construction Materials

Company: Kyrgyzkurulush

Kyrgyzkurulush, a privately owned joint-stock company, was established in 1993. The company specializes in the construction of roads and buildings, and the production of doors and windows. Kyrgyzkurulush has 8,200 employees and owns 3,950 sq. m. of industrial space, 1,000 sq. m. of storage space, 200 sq. m. of office space, and 2,021 sq. m. of cafeteria and conference area. Currently, the company's annual sales are US\$2.5 million. The company includes a large construction-materials assembling department in southern Kyrgyzstan, a woodworking plant in Osh city, the Chuy Industrial Construction company, and a procurement department.

The company seeks a U.S. partner to rent the following machinery from: wheel and track excavators, loaders, bulldoz-

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ers, graders, dump trucks, a mobile petroleum station, trailers, a bus, and other vehicles on the terms of a renewable lease. Currently, there are several projects for railroad and highway construction in Kyrgyzstan, which are financed by the World Bank, the Asian Development Bank, and the European Bank for Reconstruction and Development. The company is a sub-contractor for the construction of the Bishkek-Osh highway. Kyrgyzkurulush can offer its property as collateral. A business plan is available upon request.

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Source: BISNIS Representative in Kyrgyzstan

LeadLink, www.bisnis.doc.gov/bisnis/lead.cfm?103

MOLDOVA



Industry: Agribusiness

Company: Floarea Soarelui S.A.

Established in the 1920s and privatized in 1995, Floarea Soarelui S.A. is the oldest and largest vegetable oil producer in Moldova, with 575 employees. It produces packaged, refined and odorless, and unrefined, sunflower oil, as well as sunflower groats. Currently, about 70 percent of its revenues stem from processing services for third parties, while oil and groats production from its own raw materials accounts for the remaining 30 percent. In 1998, the company earned US\$624,000 in operating profits on net sales of US\$6.6 million, having produced 10,751 tons of sunflower oil and 10,729 tons of groats. The company's output accounts for roughly 54 percent of the total amount of oil produced in Moldova in 1998. Fifty-eight percent of its output is exported to the United States, Hungary, Kazakhstan, Ukraine, Romania, Belarus, and Russia. Its main trading partner is WJ Grain, Landvirt & Ernte AG.

Floarea Soarelui's processing capacity is 400 tons of sunflower seeds yielding 160-170 tons of oil per 24 hours. Its self-valued assets amount to US\$11 million, including production lines, considerable storage facilities, and other structures. The company owns power-generating equipment fueled by mineral oil and sunflower husks. The plant and administrative offices occupy 10.22 hectares of state-owned land, which is leased for an indefinite period with an option of privatizing it. DAAC-Hermes investment fund is the most important shareholder of Floarea Soarelui with a 49.76 percent stake, while the state's stake is negligible.

The company would like to obtain equity, loans, or other forms of financing in the amount of US\$4 million to meet its working capital requirements. In case of a joint venture, the Moldovan company will carry on its production activity using the existing assets and will market its products. The U.S. company would provide financing and, if desired, participate in product marketing. The project payback period is 7 years. The company has financial statements audited by a Moldovan firm. A business plan is available in English. The company can conduct business in English through DAAC-Hermes.

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Note: Please contact the managing company DAAC Prom, which represents DAAC-Hermes investment fund, the main shareholder of Floarea Soarelui SA.

Costas Octavian Andreevichi, Deputy Director

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Source: BISNIS Representative in Moldova

LeadLink: www.bisnis.doc.gov/bisnis/lead.cfm?108

Industry: Wine Production

Company: Cricova-Acorex S.A.

Cricova-Acorex S.A., founded in 1994, is the leading Moldovan exporter of a variety of bottled white and red wines produced from high-quality grapes grown in southern Moldova. The company exports all of its output. Its main export destinations are Russia and Belarus, with 6 percent of its exports going to Western countries, including the United States. Its 1999 sales totaled US\$6.7 million, significantly less than in 1998. The company owns top-notch wine laboratories and modern production lines. The value of the company's total assets, as of the end of 1998, was US\$14 million, as certified by KPMG auditors.

The Moldovan company would like to establish a marketing partnership with a leading U.S. distributor to promote its output. The U.S. partner should have a well-established distribution system and should be willing to finance a marketing campaign. Cricova-Acorex will provide its U.S. partner with high-quality bottled wines, designed according to customer specification. The company may also consider offering processing and packaging services under cooperative agreement with the U.S. partner. A business plan in English is available. The company can conduct negotiations in English.

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Source: BISNIS Representative in Moldova

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?130>



Industry: Meat Processing

Company: Viloolvis S.R.L.

Viloolvis S.R.L., a meat processor, is a private company founded in 1995. Its 1998 (January-October) sales reached US\$787,000, representing about 10 percent of the Chisinau area market. However, owing to the regional crisis and the devaluation of Moldova's currency, the company suffered a serious setback and halted operations at the beginning of 1999.

In the pre-crisis period, the company produced sausages and other meat products, with a total of 40 product items, employing 63 individuals full-time. It owns 1,660 square meters of land; a two-story building; modern, Austrian-made meat processing equipment; and two vehicles. Most of its assets are pledged as security for a bank loan. During its operation, the company served 250 stores in the area of Chisinau, Moldova's capital, with close to 1 million inhabitants.

The Moldovan company is currently looking for financing in the form of equity or borrowing in the amount of US\$1 million in order to restart operations. The company also intends to set up a meat canning facility to start exporting meat

products to neighboring countries, such as Romania, Ukraine, and Russia. An American partner is expected to provide financing in the amount indicated and contribute its management expertise.

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(ATTN: Mr. Victor Sajin)

Source: BISNIS Representative in Chisinau

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?123>

BIROBJIDJAN, RUSSIA

Industry: Environmental Consulting

Company: Izvestkovyi Zavod

Izvestkovyi Zavod (limestone factory) became a joint-stock company in 1997. Owned by its director, the enterprise is located in the Londoko railway station of the Trans-Siberian mainline railroad, 150 miles west of Khabarovsk. For decades, the factory has been the largest producer of limestone in the Russian Far East. Currently, the company employs 300 people, and has an annual capacity of 1 million tons of limestone flour, diversified construction materials, and 500,000-800,000 tons of special mineral powder additive, which makes the road surface (asphalt) durable. Despite the economic crisis in the Russian Far East in general, and in the Khabarovsk Krai in particular, the construction of strategic highways like Chita-Nakhodka (3,000 miles) is an ongoing area of development, and demand for construction materials is growing.

To identify and introduce cleaner production technologies, the factory plans to apply for an EcoLinks partnership grant (US\$50,000). The company seeks a U.S. environmental consulting company for a partnership under the grant that could provide environmental evaluation of its operations and work out recommendations on introducing cleaner technologies. The company is able to communicate in English.

[NOTE: EcoLinks is a cooperative program funded by the U.S. Agency for International Development (USAID). For more information, see www.ecolinks.org.]

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Source: BISNIS Representative in Khabarovsk

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?105>

NAKHODKA, RUSSIA

Industry: Travel and Tourism Services

Company: Intourist-Nakhodka

Intourist-Nakhodka is a part of the former Soviet Union's Intourist empire, which has been in business since 1959. It operates as an independent business entity and focuses on issuing airline tickets for domestic and international travel, inbound tourism—serving primarily tourists from Japan, and leisure tours for Russian customers. Some of Intourist-Nakhodka's foreign business partners are: Griffin Travel Partners, Nippon Express Co., Ltd., M.O. Tourist, Euras Tours, Intourist Japan, Intourist Bangkok, Loma Travel, Korea Travel International, Tairiku Travel, Uniglobe, Travelwell, and Pacific Destinations.

Intourist-Nakhodka has agency agreements with all air carriers operating out of Vladivostok, the Russian Far East, and a number of travel agencies in Norway and the Pacific Rim countries. The company uses modern technology to access international travel reservation systems. This allows Intourist-Nakhodka to find a convenient worldwide route and/or the lowest price for its Russian customers.

Intourist seeks U.S. travel agencies that will sell low-fare/discount travel airline tickets for its customers and is willing to provide the same service for in-Russia flights for U.S. travelers. No initial investment is required.

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Source: BISNIS Representative in Vladivostok

Leadlink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?161>

NIZHNY NOVGOROD, RUSSIA

Industry: Printing

Company: Nizhegorodsky Pechatnik

The open joint-stock company Nizhegorodsky Pechatnik was formed in 1947. The company specializes in printing books, magazines, newspapers, calendars, booklets, business cards, and office stationery. It also makes pins, stamps, and advertising posters. Nizhegorodsky Pechatnik employs 105 workers. It owns approximately 7,000 sq. m. of production space. Regular customers are the local Department of Education, the Gorky Railroad Company, the Election Commission, the Philharmonic Society, the Conservatory, theaters, and entrepreneurs. The company's annual sales total US\$300,000.

Nizhegorodsky Pechatnik is seeking a U.S. partner to upgrade its production facility. The Russian company can negotiate different forms of partnership, including a joint venture. It can provide production space of up to 3,000 sq. m., labor,

and limited finance. The company is audited on a regular basis by Russian auditing companies. A business plan in Russian is available upon request. Nizhegorodsky Pechatnik is able to conduct business in English.

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Source: BISNIS Representative in Nizhny Novgorod

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?127>

PERM, RUSSIA

Industry: Food Production and Packaging (fish)

Company: Semirechiye

Semirechiye fish processing and packaging company was established in 1992 and is privately owned. It is one of the leading food manufacturers in the Urals market because of its unique technology, and because imported spices give its products a special taste. It sells processed fish to wholesalers and retailers, and owns four shops in Perm Oblast. It delivers its products partially by its own trucks, which increases the volumes sold.

Semirechiye seeks a U.S. company to start manufacturing tinned fish and vacuum packaged fish with a long shelf life. Semirechiye expects a U.S. company to invest in modern technology and second-hand equipment. Semirechiye receives support from the Perm Oblast government, which will provide partial guarantees for a foreign investor.

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Source: BISNIS Representative in Yekaterinburg

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?137>

SAMARA, RUSSIA

Industry: Pharmaceuticals

Company: SOK, Ltd.

SOK, Ltd. is the official AutoVAZ (the largest car producer in Russia) dealer. It has operated in the market since 1994. Since that time, SOK has developed greatly and founded several more firms in different sectors, including SOK 2 (distributor of BOMBARDIER company), Laguna (production and trade of mineral water), and ROSSAR (PVC pipes). SOK also is the major developer and owner in the entertainment sector in Samara. SOK also invests money in the development of know-how to produce pharmaceuticals, and it cooperates closely with the regional blood transfusion station.

SOK is looking for a partner to build a plant for produc-

tion of parenteral solutions in plastic packages. The capacity planned for the plant is 8 million packages a year, the volume of the package is from 50 ml. to 1000 ml. The produced solutions will be used for: (1) substitution and maintenance of bodily fluids, (2) injections of medicine and pain relieving drugs, and (3) nutrition.

The company is ready to buy all necessary equipment with alongside services. However, it is looking for an extended partnership with a supplier or other companies, related to this kind of activity.

It needs overall consulting or cooperation concerning this project. In particular it needs:

1. Design and supply of needed production equipment.
 - a. Line for preparation of water for injections.
 - b. Lines for solutions preparation.
 - c. Filling and packaging lines with device for plastic packages manufacturing.
 - d. Sterilization lines.
 - e. Equipment for utilization of used plastic packages.
2. Production site examination.
3. Equipment installation and staff training. Repair parts supplies.
4. Automatization and computerization of the production processes.
5. Fitting new production to international standards.
6. Help to prepare the business plan to Western standards.
7. Western accounting consulting.

SOK will consider the possibility of hiring a U.S. consultant or manager in the initial steps of the project's implementation. It is also ready to send its specialists for training to the U.S. partner company.

The company will contribute 100 percent of the financing to purchase the needed production equipment. SOK will consider any proposal for cooperation. The company can conduct business in English.

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Source: BISNIS Representative in Samara

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?126>



Industry: Tourist Facilities

Company: ASB International Group

ASB International Group is an association of several private trade and consulting companies in Samara. ASB was founded in 1997 and conducts trade operations and market research for its foreign partners. It cooperates with the Industrial Association in Finland, AIB Company in Spain, Chamber of Commerce in Czech Republic, and Megastar in Estonia.

Proposal: The company is currently developing a construction project for a large entertainment complex on 20 hectares of park land in Samara. The project includes construction of an Aqua Park and a hotel. A new holding company will be formed for the realization of this project, and ASB is looking for an investor/partner for this holding company. Equipment, technologies, and financing are needed from a partner.

The total investment sought is \$150 million. However, since the company plans step-by-step project implementation, the initial investments needed are lower.

Company's contribution: Project development and management, negotiations with local government, and customs and certification procedures. Possible further distribution of entertainment equipment in other Russian regions.

Advantages:

1. ASB has sound experience in international trade and cooperation, and support of local and regional governments.
2. In case of foreign investment, regional government guarantees are possible.
3. Profit and other tax benefits are available for investors.

Market conditions: ASB group has conducted market research of the entertainment field in the Samara region. Samara owns a significant area of entertainment parks in prime locations, but they are unprofitable. The problems are inexperienced management and lack of financing from the municipal budget for reconstruction and development. However, a city with a population of 1.5 million needs a modern entertainment park. According to the market research, the market size for such a center in Samara can be up to 25 million visits a year.

ASB International Group will respond to all offers. The company can conduct business in English.

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Source: BISNIS Representative in Samara

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?117>

ST. PETERSBURG, RUSSIA

Industry: Sporting Goods

Company: Sport JSC

Sport JSC, a small company located in St. Petersburg, was founded in 1973 and privatized in 1993. It is a leading store in St. Petersburg, selling all types of sporting goods and accessories. The company has been instrumental to a number of Western companies selling sporting goods and equipment in Russia.

Sport JSC would like to become a distributor of U.S.-manufactured sporting goods and accessories on a consignee basis in the local market. The company's reputation will help a U.S. partner gain faster access to Russian clientele.

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Source: BISNIS Representative in St. Petersburg

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?165>



Industry: Computer Software Development/Support

Company: CONTEX

Contex is a leading software development company in St. Petersburg. Founded in 1992, the company has a staff of 30 employees. The company specializes in remote software development, porting, debugging, and testing. The vast majority of the company's clients are U.S. and foreign companies, as well as representative offices of foreign firms in Russia.

Due to its expansion, Contex is looking for companies in the United States specializing in software development. Ideally, Contex would provide on-the-ground, 24-hour support to U.S. firms' clients working in Russia and other European markets, as well as work as a subcontractor for a U.S. firm, and would perform remote software development functions and maintenance of computer equipment.

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Source: BISNIS Representative in St. Petersburg

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?164>

UKRAINE

Industry: Aviation (helicopter production)

Company: Raritet Plus

Raritet Plus is a private company established in 1993. The company specializes in investment and leasing consulting. It acts on behalf of its clients, namely, Civil Aviation Company (Kyiv, Ukraine) and ANSC Company of the Kyiv National University of Civil Aviation, which are among the leading companies in helicopter maintenance in Ukraine. These companies hold licenses necessary to launch local assembly and sales of civil helicopters in Ukraine. The company has international business experience in arranging leasing contracts with AGCO (United States), Oil Otto International Leasing (Germany), and EWU Engineering GmbH, and strong government contacts. The company plans to expand its business to include local modern helicopter assembly, sales to Ukrainian and NIS companies, and organization of helicopter passenger service in Ukraine.

Raritet Plus seeks a joint venture, local assembly/local distribution agreement for its clients with a U.S. helicopter manufacturer to assemble modern helicopters locally and sell them to Ukrainian and NIS customers. The company also seeks U.S. suppliers of equipment for helicopter assembly and heli-

copter passenger services. A business plan in English and Ukrainian is available upon request.

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Source: BISNIS Representative in Ukraine

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?136>



Industry: Electronic Equipment Manufacturing

Company: Elektronahrivach

Elektronahrivach was established in 1960 and privatized in 1994. (The Ukrainian Government owns a minority stake.) The company specializes in manufacturing tube-type electric heaters. The company owns 12 hectares of industrial land and 24,000 sq. m. of production and office premises. Its annual sales of electric heaters total US\$500,000. The company has international business experience in exporting its products to Russia and Belarus. The company plans to expand its business to include a broader and more advanced range of consumer electric equipment.

The company seeks a joint venture or local assembly and distribution agreement with U.S. companies to produce advanced consumer electronic equipment and sell it locally and to NIS countries.

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Source: BISNIS Representative in Ukraine

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?134>



Industry: Food Production and Processing (poultry)

Company: Zaliska Ptakhofabryka, Ltd.

Zaliska Ptakhofabryka, Ltd., was established in 1998. The company specializes in poultry production. It has leased production premises for 50 years. Its annual sales of poultry total US\$1 million. The company has strong international business contacts with Vitamex of Belgium (poultry feed and feeding technology) and Dominant of the Czech Republic (breed material). The company plans to expand its business to expand production of broiler poultry to 6,000 metric tons of poultry products per year and to sell the products to other NIS countries.

The company seeks U.S. suppliers of modern equipment for poultry processing with the capacity of 2,000 units per hour, on the conditions of leasing or other forms of partici-

pation in the project.

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Source: BISNIS Representative in Ukraine

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?157>



Industry: Retail Stores

Company: REP-TRANS

REP-TRANS was established in 1992. It specializes in international transportation. It owns 2.5 acres of land, cargo vehicles, and transport infrastructure. Its annual sales total US\$2 million. The company has 7 years of international business experience with Carrier SCHMITZ (Germany). The company plans to expand its business to include a retail trade division.

REP-TRANS seeks a joint venture to build and manage operations of a large retail store. A business plan in English is available upon request.

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Source: BISNIS Representative in Ukraine

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?159>



Industry: Automobile and Auto Parts Sales

Company: ORIENT, Ltd.

ORIENT, Ltd., established in 1988, is a dealership for automobiles, mopeds, and auto parts. It leases 1120 sq. m. of retail space. The company is an exclusive supplier of several types of Japanese cars to Ukraine. Its annual sales total US\$200,000. The company has international business experience with Dzivernoit Company and Marimoto Company (Japan). ORIENT plans to expand its business to include sales of U.S. automobiles and auto parts in Ukraine.

The company seeks a distribution agreement with U.S. suppliers to market and sell American automobiles and auto parts in Ukraine, Belarus, Bulgaria, Turkey, and Russia. A business plan in Russian is available upon request.

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Source: BISNIS Representative in Ukraine

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?156>



UZBEKISTAN

Industry: Travel & Tourism Services

Company: Neva

Neva was established and privatized in 1999. The company specializes in tourism and recreation services. It owns land totaling 69,000 sq. m. and buildings of a total area of 29,000 sq. m. The company holds a license for recreation activities. In the first three-quarters of 1999, its annual sales totaled US\$1.04 million. The company has international business experience in providing tourism services abroad for domestic companies. Neva plans to expand its business to complete a recreation complex (sanatorium).

The company seeks a U.S. investor to complete a recreation complex (sanatorium). A business plan in English is available upon request.

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Source: U.S. Embassy Kiev, U.S. & Foreign Commercial Service

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?155>



Industry: Telecommunications

Company: Radio Company

Established in 1995, Radio Company specializes in cash register sales. The company rents 200 sq. m. of office premises. It plans to expand its business to develop a project to provide new telephone lines and equipment to individual customers of the Slovjanka district in Vinnytsa, Ukraine. The company has a preliminary agreement with Ukrtelecom for installation of such equipment.

Radio Company is planning on purchasing telecommunications equipment to provide telephone services to approximately 3,000 individual customers. The equipment has to be of 5ESS type and to be compatible with Lucent Technologies equipment. The total value of the project is US\$660,000. The company seeks a one-year credit for the amount of US\$450,000. A business plan in Ukrainian is available upon request.

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Source: BISNIS Representative in Ukraine

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?169>

Industry: TV Broadcasting (cable)

Company: Cable TV of Uzbekistan

Cable TV of Uzbekistan, a closed joint-stock company, has been functioning in the market since 1994 but was reorganized as Republican Cable TV in July 1999, when it obtained a license from the Cabinet of Ministers. Only two companies provide cable TV in Uzbekistan, the privately owned Republican Cable, and government-owned Kamalak-TV, which charges higher prices than Republican. The company has a network of some 125 stations (studios), more than a 100 stations are in Tashkent, where there are some 100,000 subscriber, and around 15 stations are in the regions, each with 100-2,000 subscribers. The company can produce and broadcast commercials, music programs, various youth programs, and sport and cultural programs. Sales of the company for the last quarter of 1999 totaled US\$50,000. The company leases 111 square meters of territory.

The company's goal is to install a unified MMDS cable TV system that would increase its customer base. The system would allow an increase in the number of channels by both retranslating foreign channels and creating independent channels with special programs and commercials for various companies, and would also reduce the subscription price for the customers. In the future, the company is planning to purchase 12 such systems, gradually transitioning to an optical fiber wiring system from the current cable wiring system. Other goals of the company are to set up a system under which customers can make individual orders for specific programs or movies and to offer Internet services.

The company is interested in cooperating with a U.S. company to expand its services by bringing the new MMDS system to Uzbekistan. It needs investment and new technology to implement its goals. The license from the Cabinet of Ministers gives the company privileges and incentives in its operations, including convertibility.

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